SSA EXECUTIVE COMMITTEE
TELEPHONE CONFERENCE MEETING
December 23, 2019, 3:00 p.m. Eastern

The meeting was called to order at 3:00 p.m. Eastern time by Chairman Lafford. Those attending were: Ann Lafford, Frank Whiteley, Jim Garrison, Richard Maleady. Geoff Weck joined the meeting later.

Also attending: Ken Sorenson, John Godfrey, Denise Layton and Chris Schrader.

Director Whiteley moved to amend agenda, seconded by Chair Lafford. It was moved to include September 6 and September 25 minutes. Approved.

Chair asked for motion to approve September 6th and September 25th minutes. Director Maleady moved, Director Garrison seconded. Approved.

Director Maleady moved to approve the extension of terms of Rich Carlson and Tom Johnson from January 2020 to December 2023 as Soaring Safety Foundation Trustees. Director Whiteley seconded. Passed.

Chair Lafford announced the next item of business was a bid for the Pan Am contest. No exact dates have been selected. Organizers advised they would coordinate with Mark Huffstutler if there is going to be a WGC. After discussion of dates for this, Director Garrison moved to approve, seconded by Director Maleady. Approved.

Godfrey advised he had been asked to be an alternate delegate to IGC and to present the bid in Brussels in March for WGC.

Denise Layton gave short SSA convention update. Advised the floor is 90% sold, and booth space is 78% sold.

Director Sorenson discussed the hospitality center, which will be set up in the middle of the convention floor to welcome people. He will be asking Directors and committee members to help in manning the booth.

Next item Director Whiteley discussed a conservation easement which he had made the ExComm aware of several days ago. The owner is still trying to get a solid proposal done, which is not yet complete. After discussion, Whiteley advised he will keep this as an action item.

John Godfrey advised he had contemplated a push next year to assess donations through charitable gift annuities. It addresses the situation where someone retires from the sport and may have the SSA in their bequests, but by the time they pass away they change their minds. A charitable gift annuity will get the contribution now. Would like ExComm’s opinion on doing this. Several regulatory things have to be adhered to. It’s a good way to get donations. He advised this would need professional accounting, CPA level. Need to be better at keeping records than we are. The people will need 1099R’s every year, plus it will require more accounting. Godfrey advised he could spend time letting our people know how easy it is to give and publicize how easy it is to do that. Second, let’s make SSA more attractive as a focus of giving opportunities to people.
Director Schrader advised he was going to meet with a marketing firm to promote the SSA and also talk to them about self promoting the SSA Foundation.

Chair Lafford asked Godfrey to send material out on this, and it will be discussed at the next ExComm meeting.

Next item was a discussion of a proposed WGC for 2023 in Uvalde, Texas. Director Sorenson advised everyone has received a copy the bid, along with a note he sent to Chair Lafford and Denise Layton. Director Sorenson asked that ExComm approve this bid. He advised he had been in contact with Sherman Griffith and Sherman and Mark Huffstutler have already been working on this. As a team they will work well together. Director Sorenson advised they had done this before, and from the SSA’s perspective we should make money off of it. At the very least we will get good exposure.

Director Sorenson advised there is a good team in place to handle the WGC. Director Garrison agreed we should go forward with this. Director Weck advised it was a good team and he was in agreement with going forward with it. Director Whiteley advised he had questions about it. He just wanted to make sure of our financial situation. A challenge will be tracking. Ken advised we should look at the team right now and vote on it.

Vice Chair Maleady basically in favor of this, and thinks it will be easier this time because the infrastructure is still in place.

Vice Chair Maleady moved to approve a bid for the 2023 WGC in Uvalde. Chair Lafford seconded. Garrison in favor, Whiteley in favor, Weck in favor. Motion approved.

Vice Chair Maleady went over his Treasurer’s report. He advised membership is declining more than expected. We saw a small uptick in the fall, but it was members renewing late. We need to find a way to stem this membership loss.

Vice Chair Maleady advised the next item is unrestricted donations which have been received by the SSA. At the end of the year we should transfer these funds into the Foundation. Otherwise they will go straight to equity on our income statement. We are going to transfer balances from our restricted account in Hobbs to the appropriate bucket at Vanguard. We can then track what happens to those contributions. The Board has put restrictions on the funds that came in. Maleady has discussed this with Denise Layton, Director Sorenson and Director Evenski about distributions. He recommends making distributions as set out in his report.

**December 2019 Treasurer’s Report**

Vice Chair Maleady moved the $170,000 be distributed as outlined in his report. Godfrey advised he didn’t think funds should be moved into the Foundation if they are going to be spent during 2020. Maleady advised he had already discussed this with Phil Umphres. After much discussion, Vice Chair Weck seconded Maleady’s motion.

Chris Schrader asked if SSA could have Foundation to create a cash account to hold funds which we expect to be spent in the next one to two years. Maleady advised he would be glad to discuss this with Phil Umphres and John Godfrey. We have other accounts in the Foundation which are subject to the market. Director Whiteley said his concern was putting funds into the Foundation.

Director Whiteley commented he wanted youth/junior development to be the title for this bucket.
Director Garrison in favor, Director Maleady in favor, Director Week in favor, Director Whiteley in favor, Chair Lafford in favor. Passed.

Vice Chair Maleady then went through the 2020 budget. Discussed membership, Eagle Fund contributions, contest revenue will no longer include money from rules committee.

2020 Budget V2.3 FINAL MGMT Form

Godfrey asked how he could get a periodic expense statement of what has been charged against his account. Maleady advised he could get a monthly report from the income statements. Not what John wants. Maleady advised Kathey would have to provide this.

Vice Chair Week moved to approve 2020 budget version 2.3 as presented. Vice Chair Garrison seconded. Garrison favor, Whiteley approve, Week approve, Maleady approve, Lafford approved.

Thanks to Maleady for all of the work on this.

Chair Lafford asked if there was any other business. Hearing none, Director Maleady moved to adjourn, Garrison seconded. Approved.